

Message Text

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E.O. 11652 : NA

TAGS : BEXP, EAIR, NI

SUB : AVIATION ELECTRONICS AND GROUND SUPPORT

EQUIPMENT TRADE MISSION

REF : STATE 246252, 255468, 265610

1. INTEREST: GIVEN NIGERIA'S PLANS, THERE WILL BE SOME DEGREE INTEREST IN ALL PRODUCTS MENTIONED TO DATE, INCLUDING TICKETING, COMPUTERS, AIRPORT LIGHTING AND AIRPORT SERVICES SUCH AS CAR RENTALS. MISSION MEMBERS SHOULD BE AWARE THAT IN SOME PRODUCT AREAS, SUCH AS TICKETING COMPUTERS AND CAR RENTALS, THEY WILL BE IN POSITION OF IGNITING INTEREST IN PRODUCTS GIVEN ONLY PASSING THOUGHT TO DATE.

2. ADVANCE OFFICER: HE COULD PROFITABLY SPEND WEEK OF JANUARY 5-9 HERE. LAGOS TRAFFIC CONGESTION AND COMMUNICATIONS DIFFICULTIES USUALLY REQUIRE MORE TIME THAN ANTICIPATED FOR ROUTINE OPERATIONS. WOULD APPRECIATE AMPLE ADVANCE NOTICE OF ADVANCE MAN'S SCHEDULE.

3. HOTEL ACCOMMODATIONS: WE COUNT 10 FIRMS IN REFTELS AND HAVE RESERVED 10 DOUBLESS AND ONE SUITE AT MAINLAND HOTEL ON MAINLAND ROUGHLY MIDWAY BETWEEN IKEJA AIRPORT AND CIVAIR MINISTRY LAGOS ISLAND. BETTER-KNOWN IKOYI AND FEDERAL PALACE HOTELS LAST MONTH CLAIMED TO BE BOOKED UP FOR LATE JANUARY BUT THEY POORLY LOCATED FOR THIS MISSION IN ANY CASE. MAINLAND WOULD ACCEPT ONLY RESERVATIONS FOR DOUBLE ROOMS AND REQUESTS PAYMENT BEFORE DEPARTURE. DUE EXTREMELY TIGHT HOTEL SITUATION REQUIRE FIRM INFORMATION ON ACCOMMODATIONS AS EARLY AS POSSIBLE.

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RM PUBLICITY: GIVEN SUFFICIENT LEAD TIME USIS CAN PRINT
PUBLICITY MATERIAL LOCALLY. PLEASE ADVISE YOUR THINKING ON
PUBLICITY AND PROVIDE MATERIAL FOR LAGOS PRODUCTION ASAP.
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